

Real Estate Electives

MBAX 6600: Principles of Real Estate

Studies methods of analyzing real estate opportunities. Includes urban economic, market, and location analyses. Studies local government controls. Features actual cases of local residential and commercial projects.

MBAX 6610: Real Estate Finance and Investment Analysis

Covers the link between real estate and capital markets through examination of financial institutions and instruments used to finance real property. Examines methods used to analyze value in property investments. Classroom activities include industry guest speakers.

MBAX 6620: Real Estate Project Competition

Develops skills in real estate decision-making. Teams design, complete, and present a real estate project in a competition forum. Team members organize and assign responsibilities, interact with real estate professionals, and apply appropriate quantitative and qualitative tools and procedures.

MBAX 6630: Real Estate Economics

This course will examine real estate market operations and will discuss alternative methodologies for estimating real estate value. The student will examine various theories of land price determination and use these models to understand how the private market allocates land to competing residential, office, retail, industrial/warehouse, hotel and other end users. The student will examine how factors influencing the demand for real estate interact with the factors influencing the supply of real estate to determine market rents and how the flow of future expected income is capitalized to yield the market price of the asset.

MBAX 6640: Real Estate Law & Practice

This course will examine the legal issues associated with developing, acquiring, transferring and leasing real property. The topics covered in this course include real estate contracts, land use and development agreements, vehicles for owning real estate, real estate covenants, conditions and restrictions, loan transactions,

negotiating real estate contracts, commercial leases and real estate taxation. Material for this course will consist of assigned articles and real estate cases.

MBAX 6815: Sustainable Real Estate

This course examines how the real estate industry can *profitably*: (1) increase the useful economic life of real property; and (2) reduce the amount of energy consumed by residential and commercial real estate at every stage of a property's life. The course will examine the costs and benefits of incorporating "green building" features when a property is built, during the useful economic life of the property, and when a property requires major renovations to remain competitive in the marketplace. Students are expected to become US Green Building Council LEED Green Associates before completing this course.